

# 6

## key reasons why Finance & Service businesses invest in Sage Intacct

and why Acuity Solutions are the ideal partner to help you transform.



Finance and service businesses are always looking for ways to improve cash flow, get paid faster, increase accuracy, get meaningful insights and ensure reporting is relevant and impactful. With the right technology and expert partner knowledge, you can overcome these challenges and focus on driving your business forward.

### Here are 6 reasons why Sage Intacct is the right technology solution and why finance and service businesses trust Acuity Solutions to deliver it.

# 1

#### Escalating cost of renewals / adopting cloud technology

**Challenge:** The significant cost associated with on-premise hardware and software, and the ongoing implications of maintenance and upgrades greatly impacts the total cost of ownership. Ensuring there are sufficient funds in the budget to invest in the latest updates or upgrades can make it difficult for many businesses to manage and grow effectively.

**Solution:** Sage Intacct is a fully cloud native solution. Hosted and maintained directly by the Sage Intacct team, the systems are automatically updated and completely secure. No need to implement manual updates as you can be assured you are always on the latest version. With updates built-in to your contract, there is no longer a need to budget for costly upgrades or pay for hardware to host your solutions.



#### Fixed Price Implementations

**Challenge:** Moving to a new finance or ERP system comes with risk. When implementing a new solution, costs and timescales can vary and be greatly underestimated. The results can be delays to go-live schedules, customers facing additional supplier charges to finish the job and potential revenue losses due to incomplete functionality and processes.

**Solution:** At Acuity we use best practice, by providing an upfront chargeable project scope which fully documents all the functionality and business requirements for the project. The scope is yours to keep and will outline the required solution(s) and number of implementation days at a guaranteed fixed cost.

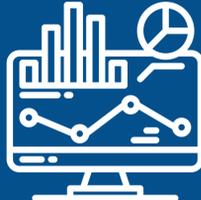


# 2

#### Multi-entity accounting & reporting

**Challenge:** Finance professionals who use multiple databases to manage multi-company accounts often struggle to share and consolidate financial information on time. Plus a lack of complete visibility into companywide accounts and live data can result in ill-informed or delayed decision making.

**Solution:** Sage Intacct's multi-entity accounting structures allow finance teams to manage multiple company accounts in a single environment. Data is shared instinctively, and reports can be compiled and interrogated to meet month-end deadlines. Business leaders are empowered to make effective decisions based on real-time data gathered by the intuitive dashboards in Sage Intacct.



#### Project control

**Challenge:** Companies that manage projects and bill for services can lose revenue due to a failure to track billable time and incremental hours. An overdependency on using spreadsheets and external databases to monitor projects inevitably leads to mistakes resulting in customers being invoiced late, projects being inaccurately billed and an overall loss of revenue.

**Solution:** The project costing capabilities within Sage Intacct enables service companies to monitor project costs and employee time effectively in one solution. The results for the business are improved tracking of projects, increased accuracy, and faster billing, meaning you get paid sooner. The solution makes it easier to track all expenses and revenues related to a project for greater control and budgeting.



# 4

#### Contracts & Subscription billing

**Challenge:** Manually calculating contract and subscription billing using spreadsheets and siloed databases makes it difficult and time-consuming to drive revenue. Keeping track of individual customer pricing and billing accuracy become challenging and can result in increased invoicing errors and customer complaints.

**Solution:** Managing contract and subscription billing within Sage Intacct helps streamline processes and speed up order to cash through automation. It helps improve accuracy of billing to the customer, reduces the number of customer complaints and increases the rate of invoices paid first time round. The built-in tiered pricing allows you to bill customers at the right rates and keep on top of billing.



#### Salesforce integration and more

**Challenge:** Business owners often struggle to effectively make decisions because of siloed information. Multiple databases with no integration across departments impede the sharing of information and collaboration, impacting business productivity. Finance teams lack visibility of forecastable orders and new business wins, while sales and other business functions work alone.

**Solution:** Sage Intacct is built on an intelligent platform that allows businesses to integrate additional solutions easily and seamlessly, extending the functionality to meet your individual needs. Its built-in Salesforce API gives finance and sales teams, and business owners, the visibility of performance and forecastable revenue they need to make informed, business-critical decisions. Companies already using Salesforce can take instant advantage of the built-in API, negating the need for expensive bespoke integration charges.



# 6

“I don’t anticipate there’s anything that Sage and Acuity Solutions cannot handle. For what we want they are the ideal combination. And I have reduced our accounts and admin costs by more than £100,000 per annum!”

Tina Clark – Financial Controller, Maidenhead Aquatics

Get expert advice about how Sage Intacct and moving to the cloud can help you get to grips with your finances and transform your business.

I need Sage Intacct, get in touch